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DATE_	2-20-09
HB	HB 572

Building Value through Discovery & Innovation

February 18, 2009

Montana House of Representatives PO Box 200400 Helena, MT 59620-0400

Dear Member of the Business and Labor Committee,

Resodyn Corporation views HB 572 as an extremely important initiate that will leverage significant Federal research dollars into the state. Funds that would go untapped by Montana businesses without the resources that HB 572 will provide. In particular, awards from the Small Business Innovation Research (SBIR) and Small Business Technology Transfer Research (STTR) program awards for Phase II, typically in the range of \$750,000, are heavily influenced by the ability of the small business to bring in cost sharing from a non-Federal source.

Resodyn Corporation knows the SBIR/STTR program well, and is ranked nationally in its ability to compete and win in the SBIR/STTR program, having won 90 awards, bringing more than \$18 million of Federal funds into Montana since 1994. We can attest to the fact that the national competition for the \$2.5 billion dollar program among the small business technology community is fierce.

Not only do the SBIR/STTR funds provide funds to support Research and Development jobs in Montana these funds provide much needed seed money for the development of new products that can be manufactured in Montana, creating high-paying, quality, sustainable jobs in the state. In particular, Resodyn Corporation is currently manufacturing products in our Butte manufacturing facility that were initially funded by the SBIR/STTR program. We have created good, sustainable jobs by wining in this program.

Other states in the nation provide matching fund programs, which provides advantages over Montana companies competing in the program. In order to keep Montana competitive and to help us grow new and better technology jobs into the future, Resodyn Corporation strongly supports the pending legislation that will provide these important funds to help leverage Federal funds into Montana.

Respectfully,

Lawrence C. Farrar, PE

President



Fluorescence Innovations, Inc.

Members, House Business and Labor Committee February 19, 2009

Thank you for the opportunity to briefly comment on HB572. My name is Greg Gillispie and I am the president of Fluorescence Innovations, Inc., which started operations in Bozeman in 2006. Earlier in my career, I was a chemistry professor from 1977-1982 at the State University of New York at Albany and from 1983-1997 at North Dakota State University (NDSU), where I was also department chair from 1989-1993. In 1993 I started a company named Dakota Technologies, Inc. (DTI) and served as its president until founding Fluorescence Innovations. Over 13 years DTI grew to more than 20 employees (average salary greater than \$45,000) and nearly \$3 million annual revenue. The company's technology base was largely built via grants from the federal Small Business Innovation Research Program (SBIR).

So although I've been a Montana resident for a relatively short time, I have more than 20 years' university and small business experience in a neighboring state. Over this time, I've paid careful attention to the strategies adopted by different states, particularly the more rural ones, to facilitate technology and economic development. The states that succeed are the ones that fully understand creating a vibrant research and technology commercialization climate takes time and careful coordination. The states that look for quick success generally do not succeed. Montana has been a model in intelligently using programs like SBIR, EPSCoR, and the Montana Board of Research and Commercialization (MBRCT) to bring about systemic changes and help companies create high paying jobs.

Fluorescence Innovations is currently working on a two-year, \$375K MBRCT grant in collaboration with scientists at Montana State University and the University of Montana. The required matching funds came from a Phase I SBIR grant from the National Institutes of Health (NIH). The focus of the grant is generating high quality research data on the fluorescence of proteins, using a novel fluorescence instrument developed by us. We have already obtained two instrument orders (University of Minnesota, University of Kansas) for \$180K and an additional \$365K grant from the National Science Foundation. We project this is just the tip of the iceberg with sales growing to 50 or more instruments per year within the next five years.

I am confident that similar success stories will follow if HB572 is enacted. Note that Phase II SBIR grants are typically five times larger than the Phase I grants and that only those companies who have received a Phase I grant are eligible to submit a Phase II proposal on the same topic. Phase II funding is critically dependent on two components: the technical success in Phase I and the commercialization plan that must accompany the Phase II proposal. HB572 will give Montana companies a vital leg up in both components.

Gregory D. Gilling i



901 N Orange Street Missoula MT 59802 406-549-0675 (phone/FAX) charles.thompson@ateristech.com and 910 Technology Boulevard Bozeman MT 59718 406-586-8420 jon.nagy@ateristech.com

2/19/2009

The Honorable: Bill Wilson - D- Chair - Great Falls, Michele Reinhart - D- V. Chair - Missoula, Bill Beck - R- V. Chair - Whitefish, Elsie Arntzen - R- Billings, Shannon Augure - D- Browning, Paul Beck - D- Red Lodge Tom Berry - R- Roundup, Carlie Boland - D - Great Falls, John Fleming - D - St. Ignatius, Timothy Furey - D - Milltown, Chuck Hunter - D - Helena, Harry Klock - R- Harlowton, Mike Milburn - R - Cascade, Pat Noonan - D - Ramsay, Scottt Reichner - R - Bigfork, Cary Smith - R - Billings, Gordon Vance - R - Bozeman, and Jeffrey Welborn - R - Dillon:

ATERIS Technologies is small biotechnology business with interest in developing new biosensor devices for agriculture and preclinical therapeutics for the treatment of neurologic diseases and injuries. To our knowledge we may be the only biotechnology company that is located in both Missoula and Bozeman. We have a staff of 8-10 scientists working at these two aforementioned sites and also via a subcontract at The University of Montana. We encourage and promote strong integration with the University. We employ University of Montana graduates and Montana residents. We are at the early stage point of our growth having formed only two years ago but are critically dependent on government funding. We have already have received two SBIR grants from the National Institutes of Health totaling over \$3M to begin our Phase I and Phase II efforts but clearly, without this support we could not imagine starting a company in Montana. These funds along with significant personal investment have the company viable and we can meet our monthly payroll for the short term.

I write in very strong support of HB 572, the legislation currently proposed that creates a state fund to match federal SBIR/STTR awards to small businesses. I cannot adequately express the impact, scope and importance of such a program in this short paragraph to our entire state but in our particular instance, such a program would allow us to advance our preclinical discoveries and designs and breadboard devices to the desperately needed technical advisors, marketing specialists, and development teams that could make ATERIS profitable. One of the highly significant voids in federal funds is the budget focus on technology development and proof of principle that lacks the needed teamwork to bring products to market. As many in biotech have experienced there are also broadened opportunities that arise during development and additional funds would permit us to pursue promising leads and file new patents and IP – all strategic milestones needed to maintain and sustain the company viability. HB572, if funded, would do more than merely 'sustain' small business. HB572 could provide the fiscal opportunity and flexibility for new conduits for exploration including filing for patents. I also cannot emphasize enough the importance of small businesses in Montana to expand their business model, broaden and strengthen their intellectual property, and to literally build a product line that can employ a diversity of skill sets of Montanan's.

ATERIS is going to struggle to meet its budget constraints but we will survive. Survival, however, is not the small business model we seek in Montana - the model is success and HB572 will make the difference. We genuinely appreciate you considering this legislation. If HB572 is approved, I am confident small businesses, the State, our citizenry and economy will benefit greatly. Thank you for initiating this legislation, considering its approval, and reading my letter of support.

With due respect.

Director and Owner

ATERIS Technologies LLC

Charles M Thompson



February 18, 2009.

Honorable, Mr. Wilson, Chair, Ms. Reinhart, Mr. Beck, vice-chairs, and members of the Montana House Business And Labor committee,

AdvR is high-technology company developing new laser application for biomedical, communications and a host of innovative technologies home grown right here in Bozeman. We employ Montana State University graduates and sell our products to university researchers, companies and government agencies throughout the US and the World. We depend upon government funding for early-stage research and development of our technology. Without this funding, we would not be a small business in Montana. This federal technology funding provides the support necessary to bring our products to market. Unfortunately, SBIR federal funding limits us in how we use this funding to achieve commercial success.

I am writing in support of HB 572, legislation that would create a state fund to match federal SBIR/STTR grants to small businesses. State support would directly help us to reach out to those who can help bring our technology to market. In the ten years we have been in existence, we have attracted about \$10M in development funds. A significant portion of this funding, and commercial sales are the direct result of the federal SBIR program. We are part of an expanding Montana technology sector with steady growing commercial sales and more good-paying jobs.

AdvR has successfully used SBIR/STTR funds to develop and commercialize new lasers for a broad range of applications. However, federal funds often fall short of what is needed to get to market. Matching funds from the state could be used to cover costs incurred establishing our technologies in the marketplace. These funds could also be used as a bridge to Phase II funding during the funding hiatus that often occurs between Phase I and Phase II funding.

Like so many small businesses in Montana, we struggle and bootstrap to move our technology forward. Montana companies are highly successful in winning SBIR grants, but less so in turning these technologies into commercial products. The funding provided through this program will help a broad set of Montana industries in agriculture, energy, defense, photonics, engineering, software development, and biomedical bring their products to the market. This assistance could play a critical role in bringing additional clean high technology jobs to Montana.

Thank you for considering this legislation. Best regards.

Sincerely,

Ron Cooper

Director Program Development

2311 South Seventh Ave., Building #1 Bozeman, MT. 59715 406-522-0388



February 19, 2009

Dear Members of the Montana Legislature,

I am writing to you as the chairman of the Montana BioScience Alliance and a founder of a successful Montana biotechnology company, LigoCyte Pharmaceuticals. Four years ago, working with Dave Gibson of the Governor's Office and representatives of a broad consortium of Montana biomedical businesses, both public and private Montanans created the BioScience Alliance. The Alliance's mission since its inception has been to drive economic development in the high tech business sector to create more and better paying jobs for our Montana graduates.

This year we are making an effort to move forward a bill in the Montana Legislature, HB 572, to create a state SBIR/STTR matching Fund to bolster technology business start-ups in Montana. This fund would be used to match federal SBIR and STTR Phase I business grants for the development of high tech products. The funds provided by the state would be used to cover costs not allowed in the federal program such as protection of intellectual property, through the filing of patents as well as business development and product marketing. The funds would also be used to bridge to Phase II funding during the funding break that exists between Phase I and Phase II funding (usually several months up to six).

The seed capital and life blood of LigoCyte has been the SBIR/STTR program and many new Montana high tech companies are taking this same funding path to get started as we lack significant venture funding in the state. Since all federal SBIR Phase I winners would be eligible under this program the funding would not be limited to biotech but cover a broad set of industries and potential products. The spectrum of federal agencies that provide this funding is quite broad DOE, Dept of Ag, NIH, DoD, NSF and NASA to name just a few.

The realization of this proposal would be of significant benefit to the companies starting up in the State of Montana as this would supply them with an additional seed capital fund path to grow their business once winning federal grant support.

If you find this proposal of interest and would like more information I invite you to read the Alliance's Whitepaper and contact me, Anne Marie Quinn or Sharon Peterson the Executive Director of the Alliance for further information.

Thank you for your time, interest and Support!

Robert F. Bargatze (Ph.D.

Chairman, Montana BioScience Alliance

And

Best regards,

Founder, Chief Scientific Officer, Executive Vice President, LigoCyte Pharmaceuticals, Inc.

The University of Montana



Dear Members of the Montana House Business and Labor Committees

I write as a senior scientist and former Director of the Center for Biomedical Research Excellence in Neuroscience, an active member of the BioScience Alliance, and a recipient of grant support for the Montana Board of Research and Commercialization Technology.

In addition to biomedical research, one of the goals of our Neuroscience Center is to facilitate the transfer of our discoveries to the private sector where they can have a positive impact on Montana's economy. The MBRCT has provided critically needed support for this effort. In the past few years Center research has not only helped facilitate collaborative projects with several growing biotech companies in Montana, it has provided a foundation from which to launch 4 new companies!

The continued growth of such projects are heavily reliant upon SBIR/STTR support. Indeed, SBIR's are clearly one of the best mechanisms for capturing and commercializing the intellectual property generated from the research being conducted at Montana's universities. Any steps the State can take to encourage and facilitate private sector / university collaborations should be aggressively pursued. It provides a workable strategy to generate new jobs, new companies and keep our brightest graduates in Montana.

For these reasons I am writing in strong support of HB 572 that would create a state fund to match federal SBIR/STTR grants to small business.

Sincerely

Richard Bridges, Ph.D.

Professor

COBRE Center for Structural Neuroscience



619 North Church www.resonon.com Suite 3 406.586.3356

Bozeman, MT 59715

February 16, 2009

Montana House of Representatives PO Box 200400 Helena, MT 59620-0400

Dear Representative:

This letter is written in support of HB572, which will provide matching funds for Montana businesses that win Small Business Innovative Research (SBIR) Phase I awards. These matching funds will be a good investment for Montana, as they will provide needed resources critical for small business success and make Montana small businesses more competitive for SBIR funding – which leads to high-paying jobs. As examples, Resonon Inc. and AdvR Inc., companies I cofounded, were started largely with SBIR funding and together currently bring in approximately \$3 million annually to the Montana economy.

Winning SBIR awards has recently become more difficult for Montana small businesses due to changes in the SBIR laws that favor firms with easy access to venture capital funding. Fortunately, matching funds are viewed favorably by the funding agencies, and thus HB572 is especially important now to help offset the disadvantages that have resulted from the recent changes to the law. Therefore I ask you to please vote in favor of this bill.

Thank you for considering this important topic and please contact me at your convenience if you would like to discuss this matter.

Best wishes.

Rand Swanson

Rand Swanson

President

Resonon, Inc.



Richard A. Bessen, Ph.D. Associate Professor Veterinary Molecular Biology P.O. Box 173610 Montana State University Bozeman, MT 59717-3610

Telephone

(406) 994-1563

Fax E-mail (406) 994-4303 rbessen@montana.edu

February 17, 2009

I am writing to you as a faculty member of Veterinary Molecular Biology at Montana State University. This year there is an effort to move forward a bill in the Montana Legislature (HB572) that would provide state matching funds to bolster technology business start-ups in Montana. These funds would be used to match federal SBIR and STTR Phase I business grants for the development of high tech products. Ten other states currently provide SBIR/STTR matching funds to companies that win federal grants, which is a very competitive process.

The funds provided by the state could be used to cover costs not allowed in the federal program such as protection of intellectual property, business development and product marketing. The funds would also be used to bridge to Phase II funding during the funding break that exists between Phase I and Phase II funding (usually several months).

Since all federal SBIR Phase I winners would be eligible under this program the funding would not be limited to biotech but would apply to a broad set of industries as well as potential products. The spectrum of technologies would include energy, defense, photonics, engineering and software development, as well as biotech.

The SBIR/STTR business grants have proven to be beneficial to both Montana companies and Montana State Univeristy. They provide the opportunity for a business-academic partnership to develop new products and ideas that have a direct stimulus effect on the local economy. These also enable spin-off biotechnology companies to remain in Montana and provide good paying technical jobs to MSU graduates.

A white paper that describes this legislation is attached here. Please let me know if I can answer any questions.

Thank you for your time and interest!

Sincerely,

Richard A. Bessen Associate Professor



910 Technology Blvd. Suite A Bozeman, MT 59718 406.556.0272 FAX.556.0969 www.techranch.org

February 17, 2009

Montana House of Representatives PO Box 200400 Helena, MT 59620-0400

RE: In Support of HB 572

I am writing as the Director of Client Development at TechRanch in support of HB 572, new legislation that would create a state SBIR/STTR Matching Fund to bolster technology business start-ups in Montana. This fund would be used to match federal SBIR and STTR Phase I business grants for the development of high tech products. Ten other states currently provide SBIR/STTR matching funds to companies that are awarded the federal grants in a very competitive process.

The funds provided by the state could be used to cover costs not allowed in the federal program such as protection of intellectual property, business development and product marketing. These funds could also be used to bridge to Phase II funding during the funding break that exists between Phase I and Phase II funding (usually several months up to six).

The seed capital for many of TechRanch's clients has been the SBIR/STTR program. Since all federal SBIR Phase I winners would be eligible under this program the funding would cover a broad set of industries and potential products. The spectrum of technologies would include energy, defense, photonics, engineering and software development, as well as biotech.

Please join TechRanch in supporting small technology businesses in Montana and help us in our mission to grow Montana's economy and create new jobs in the state.

Sincerely,

Gary Bloomer

Director of Client Development

cc: John O'Donnell

ATERIS Technologies

Feb. 18, 2009

Montana House of Representatives PO Box 200400 Helena, MT 59620-0400

Dear Montana Representatives,

I am writing to you as partner and founder of three Montana-based, start-up biotechnology companies: NanoValent Pharmaceuticals, Inc., ATERIS Technologies LLC and Innovotech LLC, and a member of the Montana Bioscience Alliance. The Alliance's mission since its inception has been to drive economic development in the high tech business sector to create more and better paying jobs for our Montana graduates.

This year we are making an effort to move forward a bill in the Montana Legislature (HB572) to create a state SBIR/STTR matching Fund to bolster technology business start-ups in Montana. This fund would be used to match federal SBIR and STTR Phase I business grants for the development of high tech products. Ten other states currently provide SBIR/STTR matching funds to companies that are awarded the federal grants in a very competitive process. Companies from these other states are our competition.

The funds provided by the state could be used to cover costs not allowed in the federal program such as protection of intellectual property, business development and product marketing. The funds would also be used to bridge to Phase II funding during the funding break that exists between Phase I and Phase II funding (usually several months up to six).

The seed capital and life blood of ATERIS has been the SBIR/STTR program and many other new Montana high tech companies are taking this same funding path to get started as we lack significant venture funding in the state. Since all federal SBIR Phase I winners would be eligible under this program the funding would not be limited to biotech but cover a broad set of industries and potential products. The spectrum of technologies would include energy, defense, photonics, engineering and software development, as well as biotech.

Thank you for your time and interest!

Jon Nagy, Ph.D. Director of Chemistry and Diagnostics



Why is HB 572 so important now?

- HB 572 is about building new technology business in Montana.
- HB 572 develops diverse economic sectors including clean energy, agriculture, defense, biotech, photonics and software engineering.
- HB 572 invests in SBIR/STTR companies to develop the best technologies in the country.
- SBIR/STTR companies have raised over \$100M in new funds for R&D development in Montana to date and created over a thousand goodpaying jobs across the state.
- SBIR/STTR companies generate new tax revenues for Montana.
- SBIR/STTR companies protect intellectual property from Montana Universities and create new license revenue for the universities.

Please read the attached white paper to find out why so many other states provide matching funds to SBIR companies!



RECOMMENDATIONS FOR A SBIR/STTR GRANT PROGRAM FOR MONTANA

WHAT DO AMGEN, QUALCOMM, SYMANTEC AND BIOGEN HAVE IN COMMON? THEY RECEIVED SMALL BUSINESS RESEARCH INNOVATION GRANTS TO HELP THEM COMMERCIALIZE THEIR PRODUCTS. THESE COMPANIES CREATED JOBS AND INCOME IN AMERICA'S METROS AREAS. BUT WHAT ABOUT IN MONTANA?

EDGAR RIBI had big ideas. To further those ideas he founded a small company called Ribi Immunochem Research in Hamilton, Montana. In 1986 the firm received a Federal Small Business Innovation Research (SBIR) grant for \$50,000 to work on vaccines. Two more grants followed and the research moved forward to commercialization.

Fast forward to 2008 and Ribi Immunochem is now a part of GlaxoSmithKline, one of the world's leading pharmaceutical companies. Today Ribi's legacy is the GSK Hamilton plant with hundreds of millions in investment and 300 good paying jobs. Quite a payback from three small Federal grants.

And Ribi Immunochem is not the only Montana technology company to benefit from SBIR grants. Others include Butte's MSE Technology with 200 employees, Ronan's S&K Electronics with 130 employees and up-and-coming companies like Scientific Materials Corp (a subsidiary of FLIR Systems with 50 employees) and Ligocyte Pharmaceuticals (50 employees) in Bozeman. And this is only a sample of the jobs and firms developed in Montana with SBIR grants.

Montana SBIR recipients are commercializing technologies all over the state and in a number of high tech industries: pharmaceuticals and vaccines, advanced materials, defense and homeland security, agriculture, renewable energy and more.

What are SBIR and STTR grants?

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) are competitive Federal grant programs dedicated to proving the feasibility and potential of high-risk, innovative technologies and bring them to commercialization. They are designed to stimulate commercial R&D and entrepreneurship.

SBIR and STTR target small businesses and entrepreneurs because of their proven role in innovation. SBIR and STTR, by reserving some percentage of federal R&D funds for small business, lower the risk and expense for small tech firms. The programs fund the critical startup and development stages and encourage the commercialization of the technology, product, or service, which, in turn, stimulates the economy and generates new jobs and investment.

Many agencies give these grants with the largest percentage for Montana coming from Defense, Health, NASA, National Science Foundation and Agriculture. Since 1984 Montana firms have received over 300 grants representing over \$100 million in Federal grant dollars flowing to Montana.

"Ann Eskesen, director of the Innovation Development Institute and one of the country's leading authorities on the SBIR Program, estimates a significant award multiplier effect: for each SBIR dollar awarded to a company, five to seven dollars of economic benefit accrue to the economy of the state in which the company is located."

¹ Fred Patterson. "Regaining Ground: Business Investment and the SBIR Program in Texas," *Texas Business Review*, 2004, page 2.

Why a matching grant program for Montana?

Better paying jobs for Montanans come when Montana companies invest in the knowledge-based economy and produce high value goods and services. Risk capital is required to start and grow these companies in the formative stages of product development. A number of analyses confirm what the CEO'S of Montana's many technology companies have been saying for years. There is a severe lack of early stage startup and growth capital for young companies with strong growth potential. As a result, Montana companies have become adept at using the SBIR grant program as a seed capital source.

"SBIR addresses a paradox at the heart of innovation funding: capital is always short until the test results are in. At the idea stage, and even the early development stage, the risks are too great for all but a few investors, but innovations can't get beyond that stage without funding."²

Still, commercialization is a challenge without access to additional seed capital. State match dollars can help speed the commercialization process. Federal dollars can be used for limited purposes – basically product development. Montana's tech firms also need funds for developing business and funding plans and protecting their intellectual property. The ability to work on the technology while simultaneously building the business model would be a tremendous advantage for Montana's technology innovators.

A SBIR matching program for Phase I grants will help provide Montana's tech companies with the early stage funding that is more readily available to competing companies in other states. It will help them gain the leverage they need to generate next stage capital from private sources and avoid the "valley of death" that dooms many small entrepreneurial firms.

In addition, research has shown that SBIR grantees are more likely than non-SBIR firms to receive venture capital as they move to later stages of commercialization. This occurs because an SBIR award acts as a form of validation for external inventors, providing a "halo effect." This is a great benefit in a state like Montana with limited access to capital. The more flexible use of the state's matching funds will assist SBIR recipients in building the business case for additional funding.

A matching program for Montana's SBIR grant recipients will require an annual outlay of \$2.5 million dollars. Over a 10-year period, based on 20 years of SBIR data, the grants are projected to generate⁴:

- Over 3,000 new high paying jobs with the firms that receive SBIR grants
- An additional 3,000 jobs from economic multiplier impacts
- Over \$300 million in new wages by year 10
- Taxes on wages that generate a net gain in state tax revenues over 10 years of nearly \$13 million

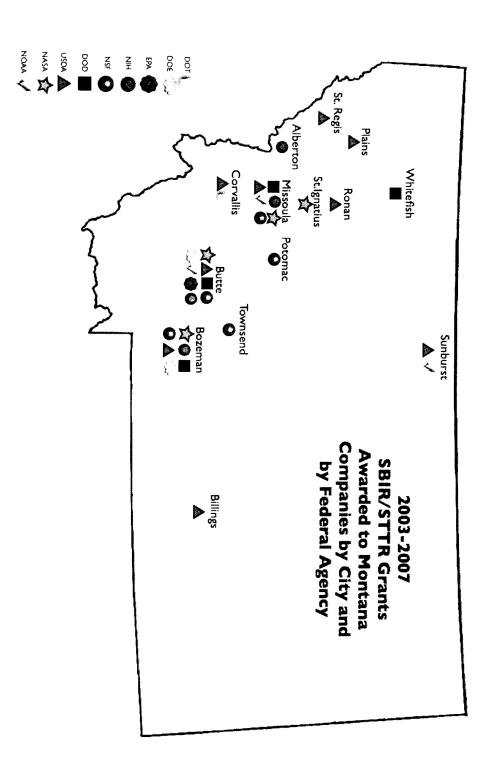
We recommend a SBIR/STTR grant match program for Phase I grants with a maximum match of \$100,000. Given the annual average number of 25 SBIR and STTR grants for Montana over the 2001-2006 period, the program will have an estimated maximum annual budget impact of \$2.5 million.

Grants would be restricted to Montana-based businesses and administered by the Montana Department of Commerce. Programmatic overhead would be minimal due to reliance on federal due diligence on grantees. Safeguards will be enacted to insure that recipients are commercialization oriented. We recommend a 5 percent set-aside for program administration and development of Montana's technology sector.

² Roland Tibbets. Reauthorizing SBIR: The Critical Importance of SBIR and Small High Tech Firms in Stimulating and Strengthening the U.S. Economy. National Small Business Association, 2008, page 2.

³ Charles Wessner. An Assessment of the Small Business Innovation Research Program, National Research Council, 2008, page 126.

⁴Josh Lerner. "The Government as Venture Capitalist: The Long-Run Impact of the SBIR Program," *Journal of Business*, 1999, page 302.



South Carolina F	New Jersey 9	Hawaii N	Indiana N	Illinois P	Oklahoma f	Ohio	0) (0 7 (0 7 0) 5 7	North Carolina I	Kentucky I	Kansas	State
rogram to \$100K	tor Phase 1 \$50,000 to Phase 1 companies who apply for Phase 2	Matches up to \$25K	Matches up to \$100K for Phase 1	Matches up to \$50K for Phase 1	Matches up to \$25K for Phase 1 and 2	Up to \$350,000 for SBIR funded	made in two stages with 75% of match awarded upon proof of receipt of federal SBIR. Final 25% match paid upon submission of Phase 2 application.	Matches up to \$100K for Phase 1. Payments	Matches up to \$100K for Phase 1. Matches up to \$1M for Phase 2	Matches up to \$50K for a Phase I award, up to 50 percent of a Phase II award, for a maximum of \$375,000.	Program Description
\$1M	\$550K	\$360K		\$1M		\$2M		\$5M	\$2M for Phase 1 \$4M for Phase 2	\$30-35M per year via the Kansas Economic Growth Act.	Annual
www.sclaunch.org/apply_sbir_st_SBIR@sclaunch.org tr.shtml	<u>g.asp</u> <u>www.nj.gov/scitech/entassist/sbi</u> <u>r/</u>	http://www.htdc.org/sbir/matchin	http://www.21fund.org/overview.aspx	www.iltechparks.com/TIP-ICG.htm	www.ocast.state.ok.us/Program s/SBIRSTTR/tabid/58/Default.as	www.thirdfrontier.com/document s/tfprogram2.pdf		www.ncscienceandtechnology.or 919-733-6500 g/	www.thinkkentucky.com/dci/SBI	www.kansasbioauthority.org/ho w_we_can_help/Matching.aspx	Website
SBIR@sclaunch.org	808-539-3814 James Patterson 609- 984-1671	Janice Kato	Linda Peterson-Roe 317-234-4652	John Barr 312-814-2259	Sherry Roberts 405-319-8418	Peter Stock		r 919-733-6500	Kenneth Ronald 859-255-3613 (extension 252)	John Morrison 913-397-8300	Contact



HAVRE AILY News

Lights, Skylights sweep Carroll and RMC



MONDAY, FEBRUARY 2, 2009 • Serving north-central Montana • Founded 19

Annie's Mailbox --- B5 Classifieds - B6

Comics - B5

Obituaries --- A5 Youth --- A6

Sports - B1-B3

Weather

Low tonight: 17 High Tuesday: 41

It's all about jobs

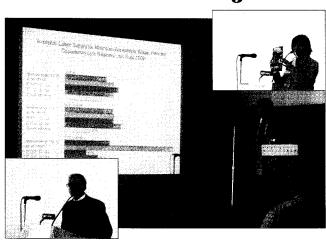


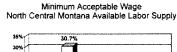
Photo center: Patrick Barkey, director of the Bureau of Business and Economic Research, University of Mis

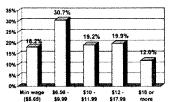
powerpoint data during Opportunity Link's annual meeting Jan. 17, including what is considered an acceptable was Opportunity Link contracted with BBER to expand the labor force survey they are collecting for the Montana Department of State to obtain solid data showing the characteristic of the north-central region's labor force. Speakers Anne Marie Quinn (top right), founder and CEO of Montana Molecular, and James Lambert (bottom left), chairman of the boar of Allied Bio-Energies.

Labor force, jobs topics focus of Opportunity Link annual meeting

Special to the Havre Daily
By Randi Szabo, Banik Communications for
Opportunity Link
It's all about the jobs — that's the bottom line
that describes the tone and the content of the
recent annual meeting of Opportunity Link, a
poverty-reduction organization serving north-centrai Montana.
About 100 people attended the meeting to
learn about blotech and bisenergy opportunities,
the regional labor force and business financing.
They were the first to hear the findings of a labor
force research study by the University of
Montana Bureau of Business and Economic
Research.
Opportunity Link contracted the research,

Research,
Opportunity Link contracted the research,
Which included telephone survey responses collected from over a thousand adult residents of
north-central Montana between January and
September of 2008. Patrick Barkey, director of
the University of Montana's Bureau of Business
and Economic Research, presented the findings.
"Clearly the labor available is significantly
higher than unemployment figures taken by themselves
would suggest," said Barkey, substantial number of
respondents to the survey reported themselves as willing
and available for new job opportunities. The BBER resear
estimates that 30,700 adults are available for jobs in the
eleven-county, three-reservation region of north-central eleven-county, three-reservation region of north-central Montana. The total includes those willing to take a second job, those who would switch to a better job, those employed part-time who want full-time work, and the 7,260 people wh are currently unemployed and looking for work. The total includes more women than men, and most of the identified labor force is between the ages of 18 to 44.





"The available labor force that this report identifies is based on new opportunities for good-paying jobs," Barkey said. The study found that about 4,800 of the available labo force have college degrees. About half of the respondents indicated that their lowest acceptable wage would be ten

■ See Jobs Page A2

Havre speech brings home two state champions, third-place trophy

From the Havre prech and debate team. The Havre light School speech and debate team, taking only 12 students to the Class A state championship tournament in Buttle Priday and Schurtley, Janchen in Buttle Priday and Schurtley, Janchen and Jan

potition.
"I'm very pleased with how our students did at the tournament," head coach Kevin Shellenberger said. "They showed that if you have a talented team, you can beat teams with more kids."

Perennial powerhouse Columbia
Fals High School, which brought 26 competitors, won the tournament with 34 points, followed by Whitefish High School, whose the points with the points of the property of the



12 divisional entries to com-pete at state, took third with 69 points. Billings Central High School's 24 stu-dents scored 67 points to take fourth and Hamilton High School, with 16 competitors, tool competitors, took fifth with 60 points.

All of
Harve's 12 competitors scored
points in the
final placing
with the exception of a recent
addition to the
team. Jordan
Lamphier, who competed at only two



Courtesy photo Havre High School state champions Megan Quintero and Gavin Swietnicki (front) Saturday hold the third-place state trophy won by Havre during the awards ceremony at the Class A State Speech, Debate and Drama Tournament in Butte.

Great Lakes arrives in Havre

Annette Hayden Havre Daily News ahayden@havredailynews.com

Great Lakes Airlines made its first flight out of Havre Sunday, beginning its essential air service to north-central Montana, offering one flight a day to and from Billings. The 19-passenger Beech Aircraft model 1900/C-121 turb oprop, flight number 5192, is scheduled daily departing Billings at 1.15 p.m. and arriving in Havre at 2.15 p.m.; and from Havre departing at 2.25 p.m. to Billings arriving at 3.15 p.m. seven days a ween, therrim airport manager, said the first run went well.

Tit made it here, everything was on time, it went great," he said. "It is sure nice to see an airline back in Havre."

The first flight to Havre and back to Billings carried one lone passenger, an officer of Great Lakes Airlines.

No one else arrived or left, just him," Solomon said. "I contribute it to the fact people don't even know it's up and going."

■ See Airline Page A2

VA schedules Havre Clinic open house

tleeds@havredailynews.com

Friday, Feb. 13, the new Veterans Administration Clinic in Havre will cel-ebrate its January opening with an open house for the north-central Montana community from 1 p.m. to 3

Montana community from 1 p.m. to 3 p.m. (when we was a fine to the clinic, meet the new staff and have refreshments," said VA Healthcare Montana spokeswoman Teresa Beil in an e-mailed release. The clinic, pursued by Hel-Line residents for decades, opened Jan. 12 in the complex just east of Northern Montana Hospital. The complex also houses the dental offices of Drs. Michael Shelby and Daniel Shelby and the Bullhook Community Health Center.

The VA Clinic staff includes Dr. Robert Henderben, Teri Matosich, RN; and Kim Vasseur, clerk.

Prior to the clinic opening in Havre, qualifying veterans had to travel as far as Great Falls, Glasgow or Cut Bank to U.S. Department of Veterans Affairs. In the last round of looking for new locations, Havre put in for a clinic but was denied, with new clinics, approved for Lawre westeran Merrill Lundman led grassroots push to create a new clinic in Havre, collecting signatures and contacting officials on the state level and the federal level, including Montana's U.S. Sens. Max Baucus and Jon Tester and Rep. Denny Rehberg, as well as the head of Veterans Affairs, Secretary R. James Nicholson. Lundman died in December 2007, less than a month before the VA announced it would create a new clinic in Havre. The clinic is open Monday through The clinic is open Monday through The clinic is open Monday through the contact of the Value and Carlot of the Value and Ca

Northern Lights foundation donates \$138,000 for scholarships

By Harre Daily News staff
A local foundation has given a major grant to Montana State University.

Northern to provide scholarships for students at the university.

The Northern Lights Athletic and Scholarship Foundation donated \$138,722.78 for athletic scholarships at the university for students in cheerleading, rodeo, wrestling, volleyball, golf, and men's and women's basketball. The money was presented to the university Friday, Jan. 39, during halftime of the basketball game between the Lights and the Carroll College Saints.

"As far as 18 know, this is the highest amount they have ever given us," said Christian Oberquell, assistant athlette director and head of sports medicine at Northern.

Northern.

Oberquell said the distribution of the scholarships will vary between the different activities and the students who apply.

We are very pleased to have the doubtain doing all of that hard work to help us bring in all those top-quality athletes with their generous donations," Oberquell said.



Havre Daily News/Nikki Carlson Montana State University-Northern Athletic Director Mark Samson (from right) and Interim Chancellor Rolf Groseth are presented a \$138,72:73 check from Northern Lights Athletic & Scholarship Foundation President Bill Keller and member Barry Zanto during hallime of the Lights basketball game Friday, Jan.

OL annual meeting topics and speakers

Opportunity Link, the local organization "Energizing the Northcentral Monitana Workforce," focused on labor availability in the Havre area during its annual meeting beld Jan. 17 at the local university of the second of the second control of t

• Northcentral Montana's Northcentral Montana's Devailable Labor Supply by Dr. Patrick Barkey, director, Bureau of Business and Economic Research; University of Montana
 Building a Biotech Company in Montana by Anne Marie Quinn, executive directors of the Company of Montana's Description of the Company of Montana's Description of the Company of Montana's light Private Building the Private Sector in Northcentral Montana's Indian Country.

Sector in Northcentral
Montana's Indian Country:
The Equity Fund and the
Indianpreneurship Curriculum
by Philip Belangie,
Entrepreneur Development
Program manager
Montana Department of

Commerce;
• Potential of Northcentral
Montana for Industry Growth
by Bill Alexander, chief

by Bill Alexander chief
Development officer
NaturEner USA LLC;
Bringing Green Jobs to
Montana by James Lumbert,
board chairman and Scott
Geda, chief executive officer,
Allied Bio-Energies LLC; and
Business Financing for
Community Development by
Rosalie Sheehy Cates, executive director Montana
Community Development Corporation.

Community Development Corporation. The annual meeting closed with a business session and presentation of the Outstanding Community Contributor awarding ceremo-

Sponsors of the annual Sponsors of the annual meeting included: Northwest Area Foundation; Allied Bio-Energies LiC; Montana BioScience Alliance; Montana Community Development Corporation; Montana Department of Commerce; Montana Molecular; Montana State University-Northern; NaturEner USA LLC; University of Montana Bureau State University Northern,
Nature Energy of Montan Bureau
Rate State Control of Montanger of Montanger of Montanger of Montanger of Montana College of Technology, Bear Paw
Technologies; EricksonBaldwin Instrunce; Labors
Local 1888 Little Rockies
Smolehouse; Montana
PEAKS Inc; MSU-Northern
Athletic Department; and Schine Electric; and Triangle
Communication

Speakers Building a Biotech Company

Building a Biotech Company in Montana Ann Marie Quinn is the Founder and chief executive officer of Montana Molecular She brings 25 years of man-agement experience in the biotechnology industry and

aprimed IS
most recently a senior
applications scientist for a
leading scientific software
company. Prior to that, she
directed the Bioinformatics
Core Facility at the Yale
School of Medicine and the
Biocomputing Unit at the Salk
Institute. She has consulted in
the startup phases for several
biotechnology companies,
including Curagen, Exclesis
and PPGx. Quann holds a
master's degree in Public master's degree in Public Health from Yale University.

masser's acgree in t-uoise Health from Yale University.

Building the Private Sector in Northeentral Montana's in Northeentral Montana's in Recommendation of the Indian Equity Fund and the Indian Pennip Belangie's career path encompasses both the public and private sectors. As an entrepreneur he has been the owner of a manufacturing company with over a hundred employees, served on the executive team of a medical products start up and worked as a consultant. He is currently the owner of a small business in Great Falls. In the public sector has managed direct service programs for those in powerly. He is currently the Eutrepreneur Development Program manager with the Montana Cephilip manages Kauffman's Poundation's PastTrac courses, Indianpreneurship, A Native American Journey into Business, and the Montana Indian Equity Fund. He is a member of the executive team of the Montana Indian Business Alliance. of the Montana Indian Business Alliance.

Bringing Green Jobs to Montana

Montana
James Lambert is the
Chairman of the Board of
Allied Bio-Energies and the
chief executive officer of the
Agro Management Group. He
holds a Bachelor of Science. holds a Bachelor of Science, and a post-graduate degree from Wisconsin State University on Industrial Psychology. Lambert has 35 years of experience in agrirelated businesses as well as in economic development. It has published numerous articles on bio-based products, has two patents on bio-based lubricants and co-authored the Montana Model of Community Enhancement. Community Enhancement.

Business Financing for Community Development Rosalie Sheehy Cates has been with the Montana Community Development Corporation for 18 years, 12 of them as executive director. Cates has dedicated her career to building community career to building community and business success in Montana. Cates is a former board member of the national Opportunity Finance Network and Small Business Advocate of the Year for Region 7 of the SBA. She is a Peter F. Drucker Foundation leadership fellow.

Airline: Solomon to manage airport for the next year

From Page A1

■ From Page A1

To get rate quotes or book a flight, people can contact Great Lakes' local office directly at 285-600, and the fax number is 285-4204.
"Great Lakes has an office at the terminal open during normal business hours," Solomon said. The employee hired to be the statum and the state of the s

it will work."

To learn more about Great Lakes, its planes and services routes visit the Web at www.flygreatlakes.com.

College wants waiver of nonresident tuition

MILES CITY — The Montana Board of Regents will be asked to approve a plan allowing Miles Community College to charge instate tuition for certain students from outside Montana. The in-state rate would apply to students from Wyoming, North Dakota, South Dakota and Saskatchewan. The plan is called "Grow Eastern Montana" and covers an area of 147,000 square miles. Enrollment at Miles Community College has been in decline for five years, and the goal is to boost it.

Regents will get the plan in May.

Jobs: Survey has a 3.2 percent error rate

From Page A1

dollars or more per hour James Lambert, chairman of the board of Alleid Bio-Energies LLC, had a response to the wage findings. "We've chosen to locate in Harve with no intent of finding the cheapest labor. Our business plan factors in a fair wage," he said. "We automatically penciled in an hourly wage of \$15 to \$50 with full benefit packages. In our business, we need quality people year in and year out. Lambert told the authence. Allied Bio-Energies LLC, is planning the construction capacity biodiesel plant near Harve. The facility is expected to employ \$25 to \$0 full-time positions by its third year. Allied Bio-Energies is part. Learning is walted by the work force— and the training is walted by the work force— and the training workers prefer is on-the-job. Education for employment in the energy field was fourth among the job sectors mertioned in the survey results, however. The top four areas in which north-central Montana workers would like to be trained are, in order information computer technology, health service fields; teaching and education; and energy production fields. Montana workers would like to be trained are, in order information computer technology health service fields; teaching and education; and energy production fields. This likely that these areas were chosen by those interviewed primarily because these are the jobs that they see as available in the region. Our task now is to show them that there is a growing demand for skilled workforce in the energing energy sector, "said Barb Stiffarm, director of Opportunity Link.

The opportunities in the biofule industry are relatively new to the workforce. The

We've chosen to locate in Havre with no intent of finding the cheapest labor. Our business plan factors in a fair wage. We automatically penciled in an hourly wage of \$15 to \$30 with full benefit packages. In our business, we need quality peo-

ple year in and year out.

James Lambert,
chairman of the board of Allied Bio-Energies

MSU-Northern as weil as
Opportunity Link.
MSU-Northern and the bioenergy company also plan to create an industry link between product formulation and certification testing and ongoing research.
Anne Marie Quinn, founder and CEO of Montana Molecular, elaborated on the connection between university research and

the creation of new technology businesses that put workers in high-paying jobs. Quint told the assembled group that biotech businesses in Montana benefit from the Montana Bioscience Alliance by forming a direct link between university research and industry so new technologies from the university have a path to commercialization. She also emphasized the need for startup companies to develop and maintain partnerships with other organizations that can provide support. Her company is a business partner will re-the many the support of the company is a business partner will re-thing the support of the support of the support of the company is a business partner will re-thing the support of the

Estimated Available Labor Supply North Central Montana, 2008 Available Labor Supply = 30,70							
GENERAL CHARACTERISTICS							
GENDER	WORKERS	AGE	WORKERS	EDUCATION	WORKERS		
Male	13,700	18-24	9.700	Less than High School	3,400		
Female	17.000	25-44	11.100	High School graduate	19,000		
	.d	45-54	6,300	Some post high school	3,500		
		55-	3,600	College graduate	4,800		

WAGES AND COMMUTING							
LOWEST WAGE ACCEPTABLE	WORKERS	MAXIMUM COMMUTE	WORKERS				
Molesus wage	5.600	O 10 miles	11.000				
\$6.56.9 99	9.40C	11 -20 miles	9.800				
\$15.00-11.59	5,900	21-30 miles.	5.000				
\$12.00-17.99	6.100	More than 30 miles	5.900				
\$18.00-	3.700	C. Japan and C. Sandara					

Speech: Team to travel to Helena next

Trom Page A1
tournaments before qualifying
for the state tournament in
humorous oral interpretation of
literature, missed the cut to
semifinals by just a couple of
points Lamphier ended up in
lish in his eventuents of the couple of
points Lamphier ended up in
lish in his eventuents debate, all
three Havre students ended up in
the top eight at state. Senior
Gavin Sweitnicki went undefeated at the tournament, winning
the four preliminary rounds and
quarter- and semifinals then winning in the finals against a

round.

Sweitnicki won two of the three ballots in the finals to win a first-place medal in Lincoln-

a first-place medal in Lincoln-Douglas.
Senior James Wiken also went undefeated in the prelimi-naries, then defeated a debater from Whitefish High School in quarterfinals to advance to semis. In a close decision, Wiken in semis lost to the Polson debat-er who advanced to face Swietnicki in finals, stopping the chance for Flave to close out the

Swietnick in mass, stopping the chance for Havre to close out the top two spots in Lincoln-Douglas. Sophomore Teresa Buerkle went undefeated in her first two rounds and was ranked as the top dehater going into the third round. Buerkle lost the third and fourth rounds in close decisions, but still scored enough points to qualify her for the quarterfinals round. She lost in split decision to a Laurel High School debater

touth. To the dest in span deceased to a Laurel High School debater in quarters and took eighth at the tournament.

In the speaking events, the competitors had to go through five rounds with one pudge in each round, dropping their lowest score, to break into the outrounds where panels of three judges ranked the competitors. Havrd's serious oral interpretation of literature squad made a strong showing at the tournament. Quintero, a junior, had some up and down scores early in the tournament, but made it

into the semifinal round with perfect scores in three of the five preliminaries. She went into the semifinal round in fourth place. Solid scores in semis and finals, including second, third, and fourth-place rankings from the finals judges, earned her a state championship more in the event.

her a state champonship meda in the event.
Alyssa Boseh had perfect scores in four of her five preliminary rounds, going into the distart pin first place. She also had a strong showing in seemis and finals including a second-place ranking from one finals judge, and took fourth in the event.

Senior Jarded Harsen scored in the top half of every pre-liminary round, earning his way into semis of serious oral interp. He scored well in the semifinal round, but missed the close cut into finals by a few points Harsen ended up in 18th place in his event.

Senior Breat Donovens and the place in his event, into finals by a few points Harsen ended up in 18th place in his event.

Senior Breat Donovens and the place in interpretation of his preliminary rounds, including a first-place finish, then in semis scored his way into the final round. Donoven took sixth place in impromptu.

Senior Breat Wagner scored two first-place and a second-place finish in the preliminaries in impromptus speaking, Donoven took a 18th-place finish in impromptu.

Four-year-speech veteran Richard Leeds also had a strong showing at the tournament, take ing seventh in humorous or all interpretation of literature.

NOTICE - DOG OWNERS

City Code 6-2-2 requires all dogs

kept in the city to be vaccinated and

registered before March 1st of each

year. Proof of vaccination for rabies

must be presented when registering. If a dog is running at large, an additional fine for no registration and vaccination will be

levied.



Courtesy photo
The Havre High School speech and debate
team Saturday, Jan. 30, awaits the awards
ceremony to start at the Maroon Center in
Butte at the end of the Class A State
Speech, Debate and Drama Tournament.

Leeds scored well in the prelimi-nary rounds, earning one first-, one second- and two hird-place finishes in the preliminaries of humorous oral interp to break with the control of the control of the well in that round, and up-and-down scoring in the finals— one judge ranked Leeds second, but the other two gave low marks— gave him a seventh-place state modal in the event. Senior Rett Lowder, also a four-year speech veteran, ended up in minth place in original ora-tory. Lowder, who took suth at state in 2008, had a first-place and three second-place rankings in the preliminaries, but longly judging in the semifinals put him

in a tie for the eighth-place spot to go into finals. Lowder lost a tie-breaking procedure to put him at ninth.

him at ninth.
Sophomore Rebekah Martin
also scored well in the preliminaries and performed well in
semifinals to earn a 13th-place
finish in oratory.
The team will next travel to

The team will next travel to Helena in two weeks to compete at the nationals qualifying tour-nament. Competitors at that tournament who score in the top places at their event will qualify for the National Forensic League national tournament, to be held this year in Birmingham, Ala., June 14-19.



Transportation Commission Meeting

8:30 a.m. - February 12, 2009 Transportation Commission Room 2701 Prospect Avenue Helena, MT.

10:15 am - Local Government Officials Planning Speed Zones Public Comment

The meeting is open to the public, MDT attempts to provide ecommodations for any known disability that may interfere with person's participation in any department service, program or etivity, For reasonable accommodations to participate in this neeting, contact Lori Ryanar (40n) 444-7200 or PO Box 201001. activity: rol reasonation accession and the meeting contact Lord Ryana (4/86) (444-7200 or PO Box 201001). Helena, MT 59620 at least two days before the meeting. For the hearing impaired, the TTY number is (4/60) (441-796) or (8/00) 353-7592, or Montaina Relay at 711. Alternative accessible formats o pertinent information will be provided upon request.



Lori K. Ryan at (406) 444-7

Montana State Legislature

2009 Session

Exhibit 7

This exhibit is a booklet and it cannot be scanned therefore only the cover and table of content has been scanned to aid you in your research.

The original exhibit is on file at the Montana Historical Society and may be viewed there.

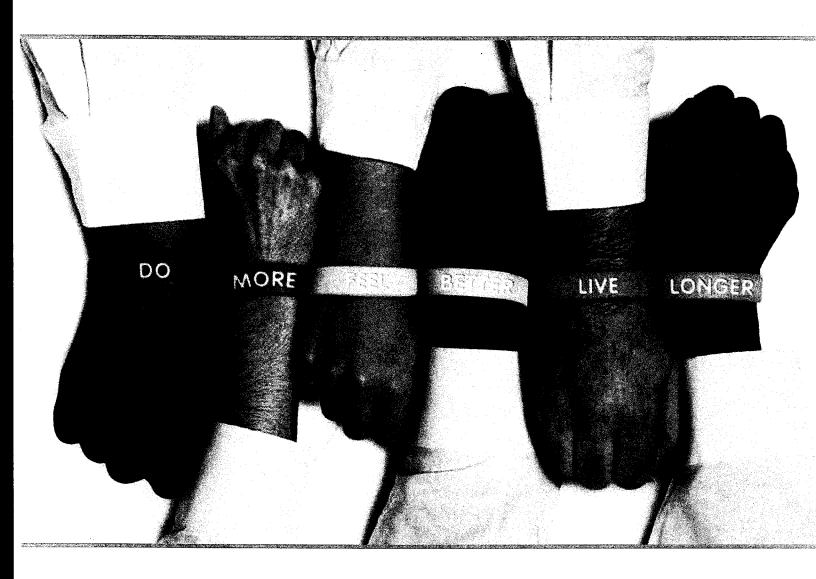
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BioScience Under the Big Sky





CHANGING THE WORLD

Imagine what it would be like if we could find a cure for cancer. Or an effective vaccination for HIV and AIDS. Or a medicine that could protect against heart disease or stroke.

Companies such as GlaxoSmithKline have already made breakthroughs that have saved millions of lives and hundreds of thousands more are living longer and living healthier.

So when we say our goal as a company is to help people 'do more, feel better, live longer,' it means a lot more than just another advertising slogan or corporate mission statement.

The work we've done in the past has led to some of today's most effective treatments; the research we do now and in the future could find the new medicines for tomorrow's cures.



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The Montana BioScience Alliance 2007 Directory was produced by the koppel group LLC (www.koppelgroup.com) in partnership with Regional Technology Strategies, Inc. (www.rtsinc.org).

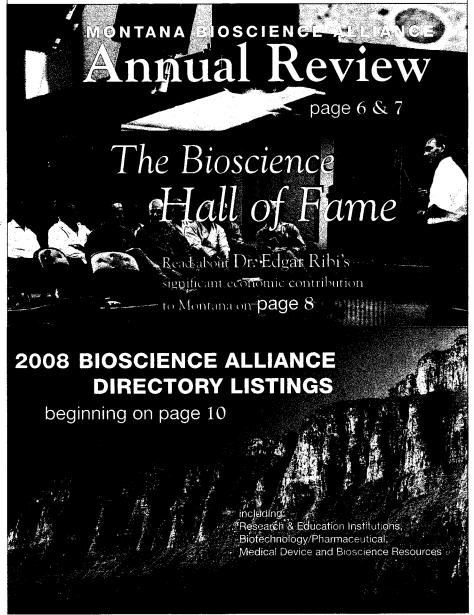
Art Director - Mary Jo Little

For further information please contact: info@mtbusinessandtechnology.com

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We would like to thank the Economic Development Administration, U.S. Department of Commerce and the Governor's Office of Economic Development for their support of this publication.

The Montana BioScience Alliance is located on the Downtown Campus of Montana State University-Billings, through the generous support of the University.